



# Pointerra

Simply *faster*.

Corporate  
Presentation

14 September 2021





Pointerra's patented cloud-deployed technology and AI-driven algorithms bring a new standard of speed, smarts, scale and on-demand access to the long-standing problem of needing to rapidly convert massive 3D datasets into analytics and insights that provide definitive answers, using digital twins to manage the physical world.

**Simply *faster.***



 **Pointerra3D** is the world's fastest true soup to nuts 3D data solution.

Process

Classify

Store

Manage

Visualize

Analyze

Insights

Answers

Simply *faster*.



ersonal use only

CORPORATE



Pointerra

PRODUCT



Pointerra3D

SECTORS &  
INDUSTRIES

SURVEY &  
MAPPING

AEC

UTILITIES

TRANSPORT

MINING,  
OIL & GAS

DEFENSE &  
INTELLIGENCE



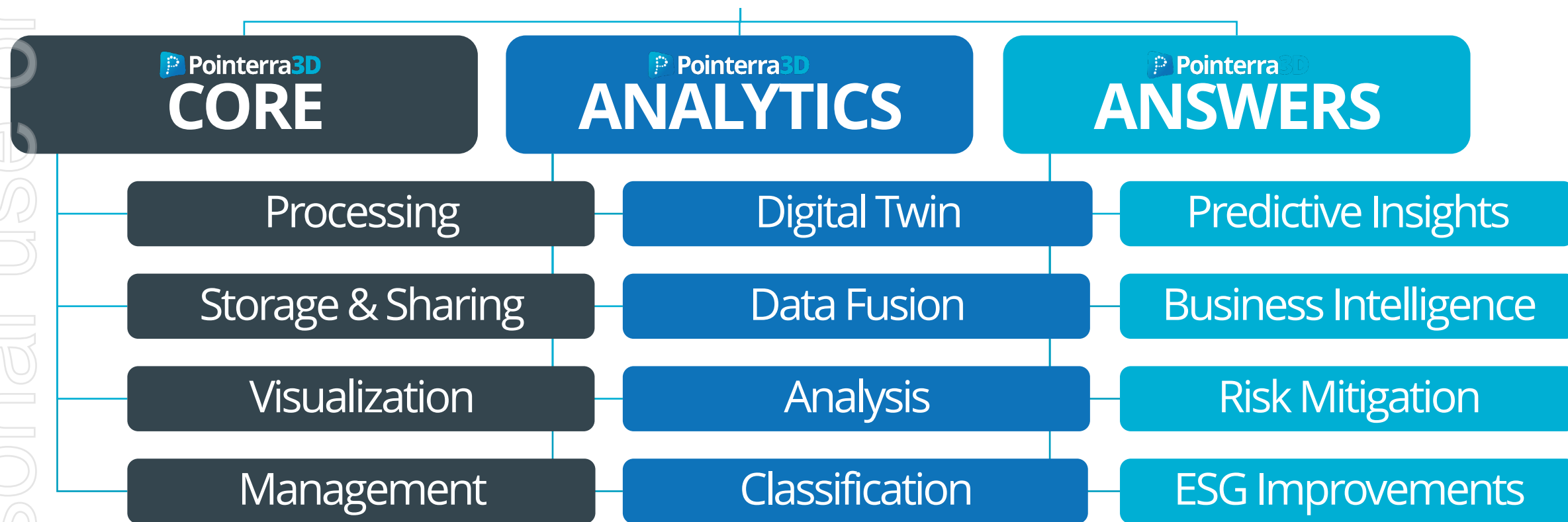
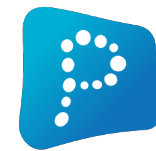


**Pointerra3D ANSWERS** delivers the predictive insights that enable definitive answers to physical asset management questions.

**Pointerra3D ANALYTICS** creates a digital twin to enable intelligent analysis of physical assets.

**Pointerra3D CORE** is the baseline platform access and 3D data workflow offering.









# 7 Industry Use Cases

## SURVEY & MAPPING

3D Data Processing and Management

Automated Feature Extraction

Digital Data Delivery

## AEC

Facilities Management

Asset Management

Building Information Management (BIM)

Digital Engineering

Construction Management and Planning

## UTILITIES

Common Data Environment for Digital Twin

Critical Infrastructure Management

Vegetation Management

Major Incident Response

Network Wide Risk Metrics

## TRANSPORT

Automated Feature Extraction

Common Data Environment for Digital Twin

ADAS Autonomous Navigation Support

Predictive Analytics for Road Safety

Support for Smart City and ESG Goals

## MINING, OIL & GAS

Mine Site Infrastructure Management

Safety and Productivity Improvement (ESG)

Remote Inspection, Planning & Support

Virtual Site (Digital Twin)

Oil & Gas Infrastructure Management

## DEFENSE & INTELLIGENCE

Situational Awareness

Mission Planning

Dynamic In-Theatre Analytics

ATAK Handheld Android Tablet Enabled





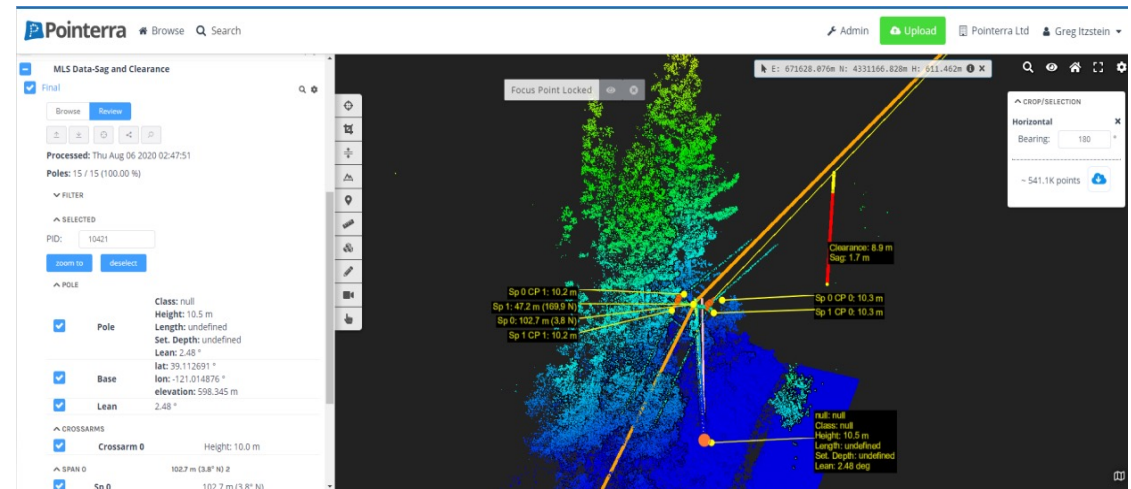
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# Customer Example: Simplifying the Complex & Managing Risk in the Utilities Sector

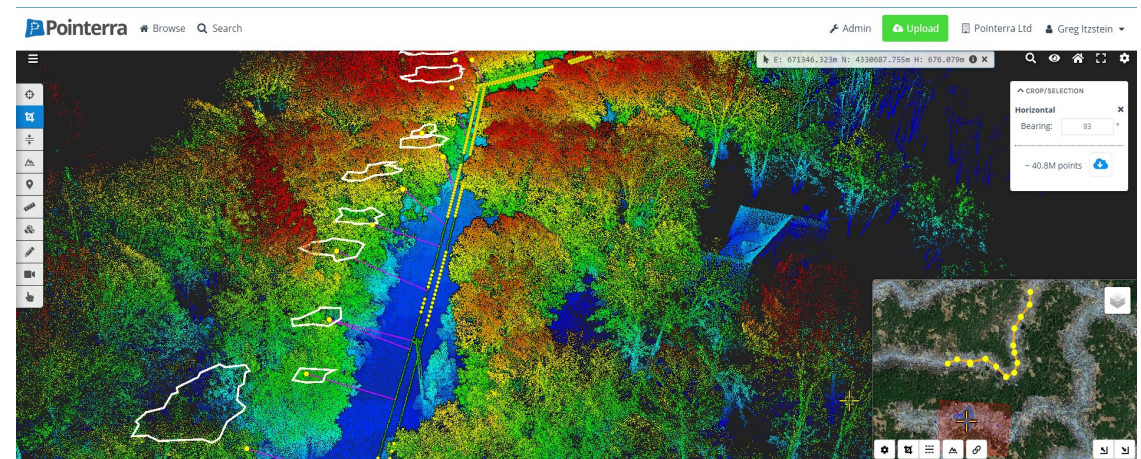
Electricity Utility providers face ever expanding and complex challenges in meeting the energy needs of their customers whilst also satisfying the competing demands of regulators, shareholders and other stakeholders.

Pointerra has combined advanced machine learning algorithms for automatically extracting valuable information from 3D data with extensive browser-based manual feature identification/editing tools.

Customers can produce a complete model (Digital Twin) of the network infrastructure entirely within the Pointerra cloud hosted application and use the Risk and Asset Explorer dashboards to generate Business Intelligence reporting for whole of network management.



Supporting critical asset management --> information presented to users via the browser for immediate decision making.



Risk mitigation --> "fall over line" encroachment analytics identify at-risk trees to support network maintenance activities.



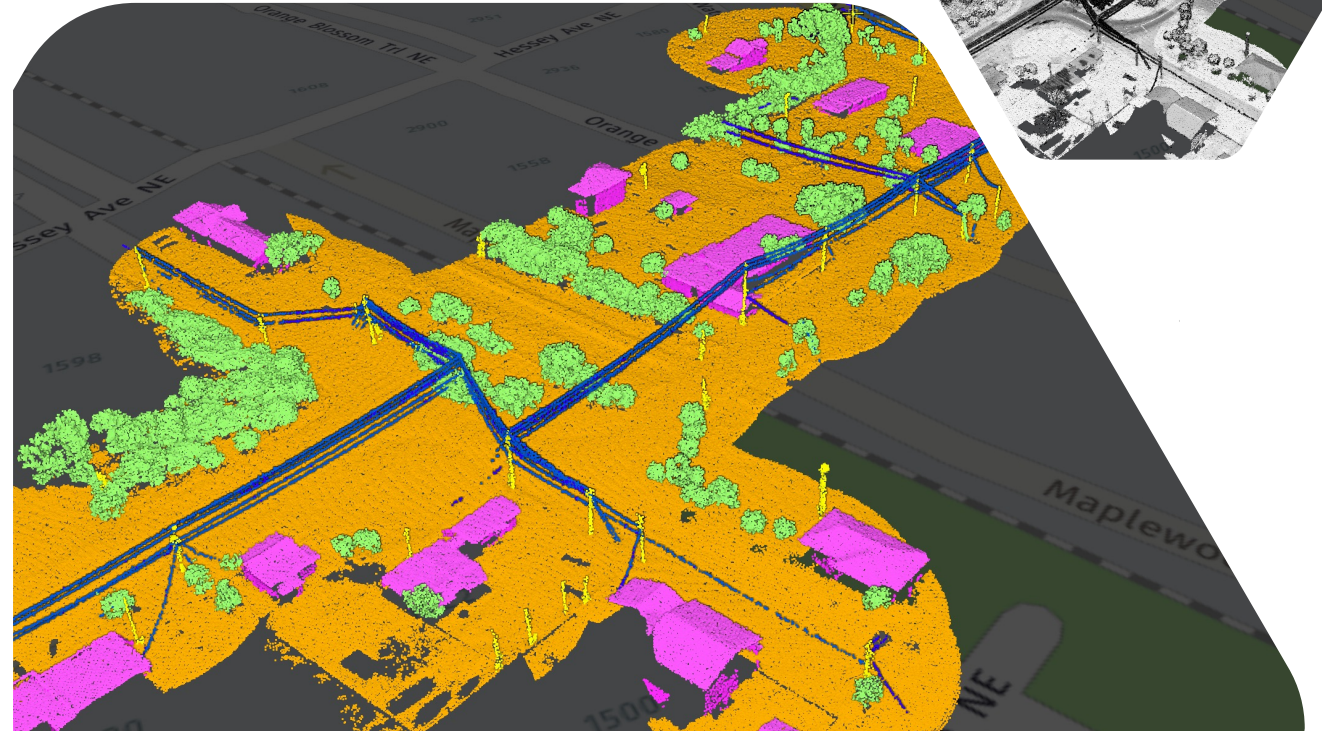
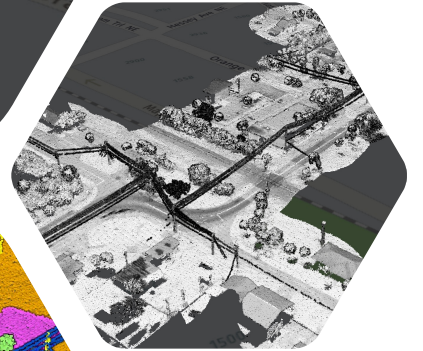
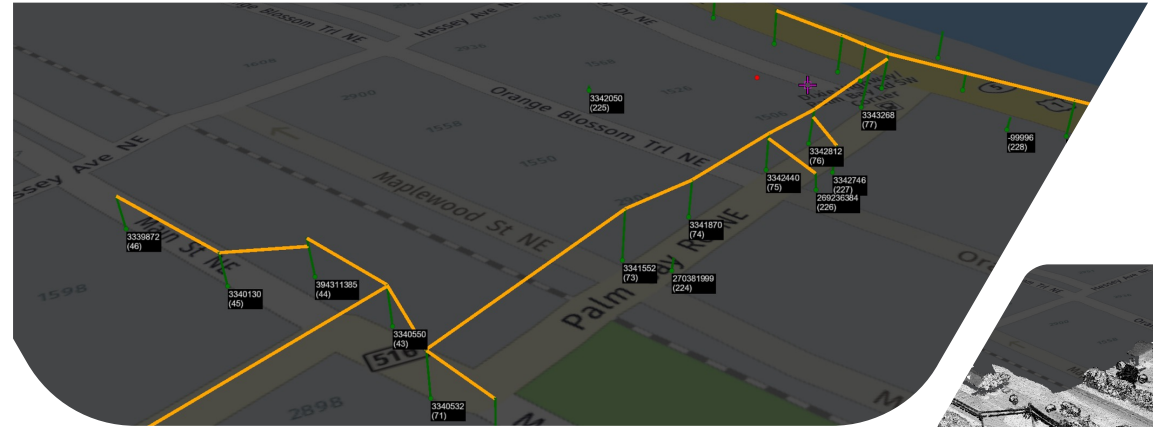
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# Customer Example: Driving Efficiency and Profitability in the Mapping Sector

Survey & Mapping companies across the globe spend enormous amounts of time and money turning 3D LiDAR data acquired from aerial and mobile mapping platforms into useable information.

Raw data is typically shipped to lower cost countries for distributed (manual) processing, which often results in QA issues, takes significant time/cost and introduces data sovereignty risk.

Pointerra3D Analytics solves these problems for the mapping community and is set to revolutionize the way people think about acquiring, processing and using 3D data.







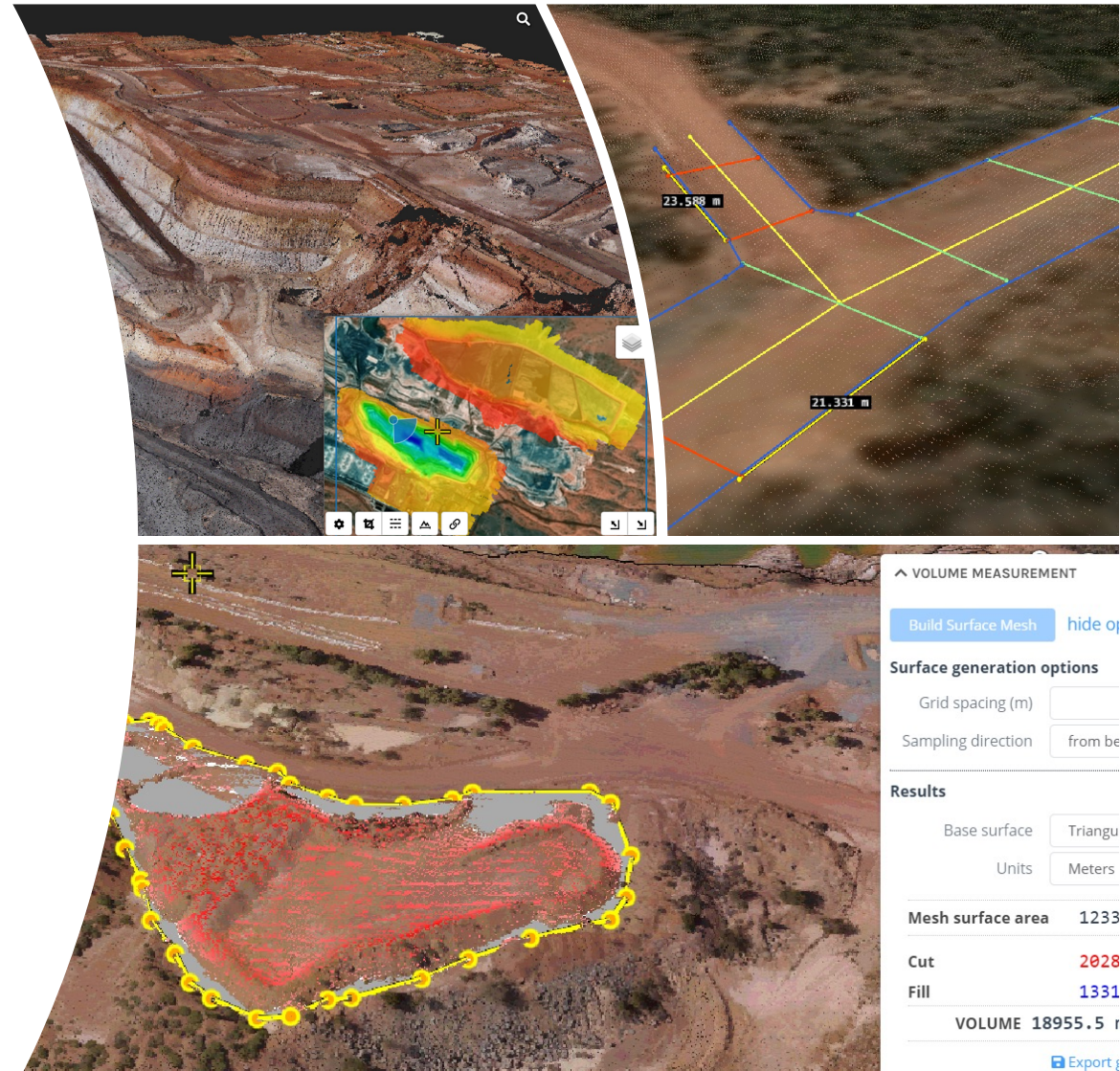
## Customer Example: Supporting Mining Operations and Compliance in the Resources Sector

The modern mining operation requires high-frequency 3D data generation from a variety of sensor platforms to provide decision support and drive safety and efficiency.

The mining companies and their survey/mapping providers need to turn the data into insight quickly and accurately as well as share the information across the enterprise.

Pointerra's platform automates the analysis, increases accuracy and reduces the time required to turn 3D data into actionable information:

- ✓ Stockpile and pit volume calculations
- ✓ Mine site compliance reporting
- ✓ Monitoring and subsidence
- ✓ Remote facilities and process infrastructure inspection
- ✓ All available to share across the enterprise in a common data environment





## Customer Example: Pointerra Defense Solutions – for the Modern Warfighter

Pointerra is collaborating with multiple elements across the US Department of Defense and is responding to the requirement to constantly enhance the capability of the modern war fighter through the use of technology.

Solution: Automated analytics that fuses newly acquired and historic 3D spatial data and delivers insight in real-time to support informed decision making.

Pointerra's technology provides a myriad of benefits broadly across the DoD providing a common data environment for the management of data acquired from satellite, manned aircraft, UAV, ground or sub-surface-based sensors.



Ground Based Troops: Situational Awareness; Convoy Route Planning; Line of Site Modeling; Measurements and Analytics; All delivered in the field, on the move.



Airborne Operations: Landing Area Identification; Instant Landing Obstruction Identification; Extract Point Decision Making; Analytics Showing Vegetation and Powerlines as Examples; 3D Data Insight Communicated Direct from Ground Troops







Headcount Growth

▲ 12 to 29

full time employees



Solution development in  
DPaaS, DaaS & AaaS  
drives new customers  
and ACV growth

ACV Growth

▲ 240%

July 2020 > July 2021  
(US\$2.87m > US\$9.80m)

Cash Receipts from customers

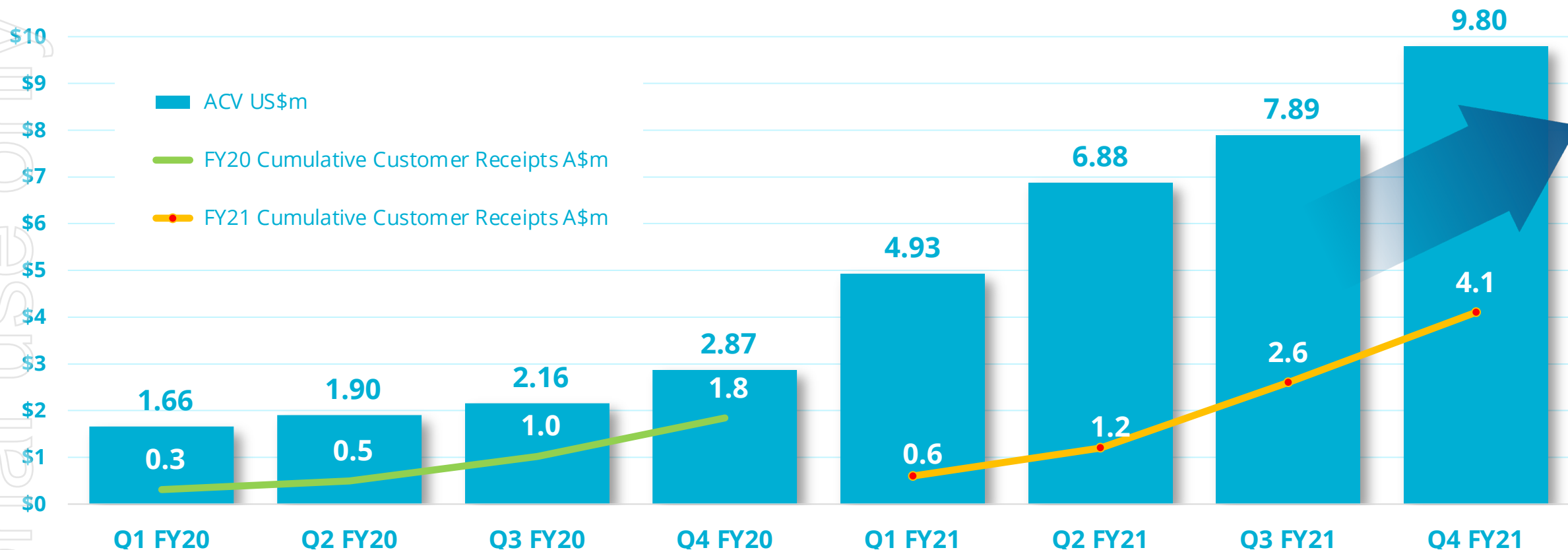
\$4.1 Million  
for FY21 full year

\$1.4 Million for Q4

# It's always been about **sales execution**...



## Pointerra FY20 & FY21 Cumulative Cash Receipts (A\$m) & ACV (US\$m)



- Funded for further organic ACV growth through new Platform Development, BD and Sales hires
- Evaluating further strategic tuck-in acquisitions for step-changes in ACV growth
- Reporting ACV quarterly or more frequently when material changes occur





### **ACV growth underpinned by customer-led engagement, focused on solving workflow problems and “automating the manual”**

- ✓ Solution development expansion – DPaaS, DaaS, AaaS
- ✓ Existing customers continue to grow their \$\$ ACV spend
- ✓ Negligible churn and increasing network effect in key growth sectors

### **Utility sector in US continues to lead the way**

- ✓ Direct contracting with utilities and also via their mapping providers
- ✓ Enormous TAM in US and globally
- ✓ Pointerra’s solution driving material savings and QA outcomes

### **Recent BD & Sales hires targeting new growth sectors**

- ✓ Defense (US principally)
- ✓ Surveying/Mapping
- ✓ AEC (Architecture/Engineering/Construction)

### **Expansion of US and Australian team**

- ✓ Quality, experienced, mature individuals = consistent outcomes
- ✓ Pointerra becoming a “destination employer” in geospatial sector
- ✓ People will underpin our continued ACV growth

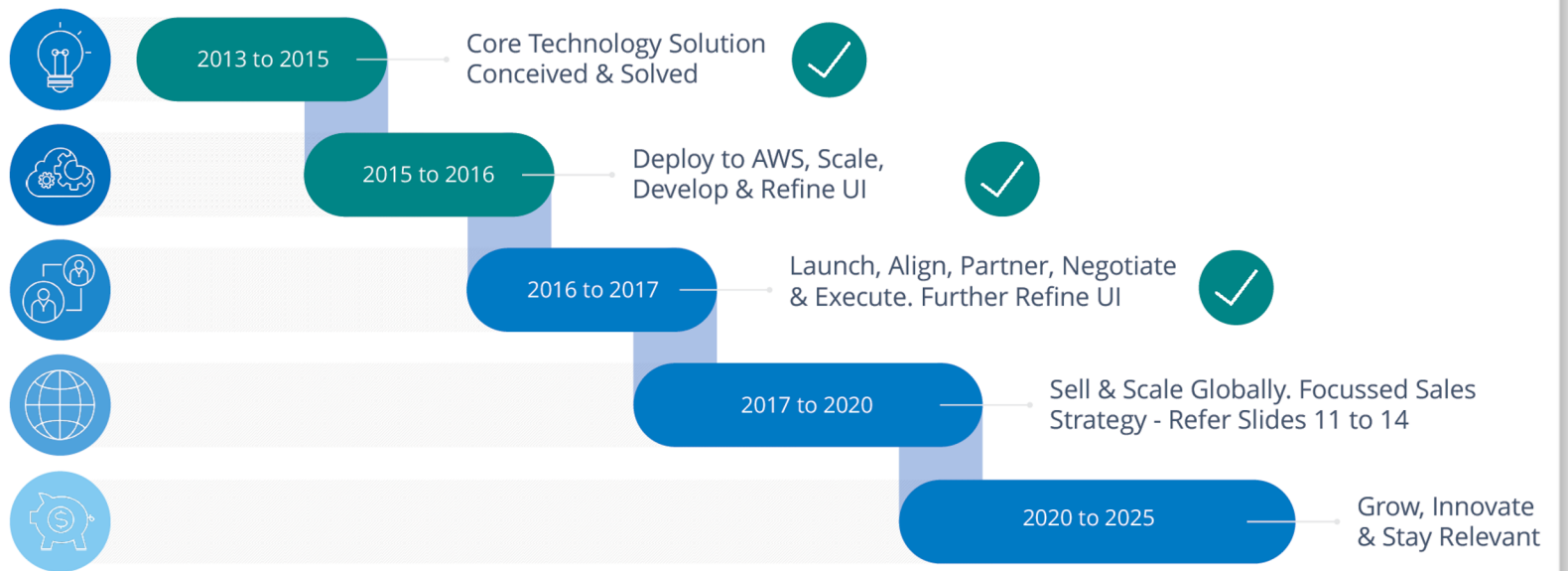
# 2017 to 2021 > “Doing What We Said We Would Do”



This slide from a 2017 investor presentation

## Commercialisation Pathway

Our pathway from technology solution to profitable, globally scaled, sustainable business



**2017**

First customer sales

**2018**

Established US operation

**2019**

Expanded team and solution

**2020 & 2021 –**

Accelerated growth in AUS and US





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## Why Pointerra? What our customers tell us.

**Pointerra3D's** speed, smarts, scale and on demand accessibility delivers efficiencies, cost savings, ESG improvements and risk mitigation that have never been seen in this sector.

**Pointerra3D's** transformation of the 3D data equation means that enterprise customers can now access definitive insights much earlier.

**Pointerra3D** enables large organizations to become proactive rather than reactive in their management of infrastructure assets, which reduces OPEX and optimizes CAPEX.

Simply *faster*.

## Why Pointerra? Investment Rationale.



- World-Class Technology Platform
- Globally Scalable Business Model
- Experienced Team With Proven Execution Capability
- Clear Pathway to Earnings
- Modest Entry Valuation

Simply *faster*.





# Pointerra

## Simply *faster.*

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